

AUSTIN, Texas, January 30, 2017

### Newest North American Version of Epicor BisTrack Released

***Company Adds Pricing Analytics, Cloud, and Mobile Functionality to its Popular LBM Business Management Software in North America***

Epicor Software Corporation, a global provider of [industry-specific enterprise software](#) to promote business growth, today announced a significant upgrade to its North American version of [Epicor BisTrack™](#) business management software for lumber and building materials (LBM) dealers and distributors. Epicor BisTrack version 5.5 delivers advanced pricing tools, cloud, and mobile functionality, interface improvements, and third-party integrations to the Epicor flagship solution for the LBM market.

“The new version of Epicor BisTrack combines our company’s deep lumber industry expertise with our rich retail knowledge and commitment to cloud and mobile technologies,” said Jason Parchomchuk, manager, BisTrack product management, Epicor Software. “We’ve endeavored to build an LBM business management tool that is simultaneously feature rich and easy-to-use.”

#### **Knowledgeable Decisions with Impactful Pricing Analytics**

Today’s building materials customer has access to a wide array of pricing information and dealers need to be equally informed. The innovative BisTrack Pricing Planner tool is an integrated application that helps LBM dealers and distributors make knowledgeable pricing decisions and apply rules-based price adjustments. The software streamlines the capturing of competitor and catalog prices, helps users analyze the impact of pricing on sales, and tracks pricing performance across multiple locations. The software can also perform “what if” analysis to predict the potential results of price changes prior to their implementation. These pricing strategies are passed directly into existing price-change workflows within BisTrack software.

“Establishing an effective pricing strategy in today’s competitive building materials market requires a balanced approach. Dealers obviously want to maximize the profits from each item sold, but, if they get too aggressive, they can price themselves out of business,” added Parchomchuk. “With our new Pricing Planner tool for BisTrack software, LBM dealers can easily identify the products that are most price sensitive and should be priced competitively, as well as the blind and non-comparable products that can be priced higher. The BisTrack Pricing Planner application gives LBM dealers the information they need to increase gross profit without lowering sales.”



*“Epicor BisTrack Pricing Planner tool gives LBM dealers the information they need to increase gross profit without lowering sales.”*

Jason Parchomchuk  
Manager, BisTrack Product Management  
Epicor Software

### **Cloud and Mobility Improvements**

Epicor has made great strides in the development of its BisTrack Cloud mobile platform. BisTrack Cloud software is a touch-optimized web application for mobile LBM employees—such as outside sales representatives.

The BisTrack Cloud software adds a number of features for mobile workers as they roam the store. Employees can manage bin locations, correct price labels, and suggest purchases from BisTrack Cloud. If they notice a product has been moved from its listed location, they can adjust its bin location on the fly. Similarly, they can create new price labels and print them out from the application. Purchasing staff will now be able to walk the store and build a suggested purchase order. Staff can use BisTrack Cloud to fully create new stock transfers, complete with source destination, products, and quantities.

### **Streamlined and Simplified Sales Enhancements**

A number of improvements to the BisTrack software user interface have also been applied. The software now sports a modern and configurable tile dashboard interface that can be controlled by touch or function keys. Dealers can easily customize these screens to their company's colors and develop screens tailored to specific job functions.

Epicor has streamlined and simplified the way users add products to orders. The new BisTrack Quick Products feature lets dealers display their most commonly sold products on a sidebar for quick and easy order entry. Additionally, BisTrack now offers kit image previews to provide users with a visual reference to each product.

The BisTrack Payment Links feature enables users to send payment requests to customers via email. Once customers receive the email, they simply click on the provided link, and enter their credit card information into a secure dialog box. Once received, the payment is automatically posted in BisTrack.

### **Third-party Integrations**

Epicor has partnered with [Fasterbids](#) to link the company's web-based mobile bid sales system for custom configurable building materials with Epicor BisTrack point of sale (POS) and back-office capabilities. This allows users to easily quote multiple product brands, species, and styles from one software system. BisTrack software is now able to configure Fasterbids kits—giving users the ability to import configured purchase order and work order items from Fasterbids and later export the finished kit from BisTrack.

The latest version of BisTrack now permits builders to enter sales orders directly on Hyphen Solutions SupplyPro and BuildPro collaborative online business platforms. This integration eliminates duplicate data entry and empowers builders to initiate purchases on a 24/7 basis.

Epicor BisTrack software is immediately available in North America on-premises or in the cloud. For additional information regarding this and other Epicor products and services, please contact your

Epicor representative, call Epicor toll-free at (888) 463-4700 or email the company at [lbn@epicor.com](mailto:lbn@epicor.com).

### **About Epicor BisTrack**

Epicor BisTrack is designed to help dealers and distributors of lumber, building materials and construction supplies better manage all aspects of their businesses, optimize operations, propel opportunities, and enable employee mobility. The software creates efficiencies in workflow by improving the flow of information from the supplier to the customer, and offers powerful and flexible business intelligence tools for better forecasting and decision-making. Visit the Epicor BisTrack [solution hub](#) to learn more.

### **About Epicor Software Corporation**

Epicor Software Corporation drives business growth. We provide flexible, industry-specific software designed around the needs of our manufacturing, distribution, retail, and service industry customers. More than 40 years of experience with our customers' unique business processes and operational requirements are built into every solution—in the cloud or on premises. With this deep understanding of your industry, Epicor solutions manage complexity, increase efficiency, and free up resources so you can focus on growth. For more information, [connect with Epicor](#) or visit [www.epicor.com](http://www.epicor.com).

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